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From: craig@newflproperties.com [mailto:craig@newflproperties.com]
Sent: Wednesday, October 19, 2005 2:15 PM
To: ATR-Real Estate Workshop
Cc: FTCDOJworkshop@realtors.org
Subject: Competition in Real Estate Industry

In response to competition in the Real Estate Industry

Why would the FTC and DOJ come out against the Real Estate industry, when there are companies like Microsoft, Wal-Mart who can control the economy of this nation.

I have been a licensed Real Estate Agent in Florida for 1 year. In that difficult year, I have found that competition is extremely fierce, and there is no dominant force in this business. My experience has been extremely positive and have been able to work with so many great individuals from small 1 man offices, to firms with 100's of agents. Our ability to work collectively to help individuals and families find the home of their dreams is most important, and we strive for excellence everyday.

In Palm Beach County, where there are approximately 12,000 Agents, I can't be in a more competitive market. If you are willing to take the time to learn the business, pass the state license examination and adhere to the REALTOR® code of ethics, there is nothing to stand in the way of success in this industry.

My ability to utilize the MLS database to share and find property for my clients is invaluable, and no matter how large or small your business is, you can count on complete cooperation from other agents in the process of selling their clients house, land, or business. Although we all compete for business, there is a need to cooperate in order to bring a transaction to a successful close. What other business can you find that kind of cooperation?

Even through the economic downturns our country has experienced in the past few years, our industry has continued to provide opportunity -- something I would say is confirmed by the thousands of new agents that join our profession every year and the over 2 million Americans who are now licensed to provide professional real estate services in communities across the country.

Nothing encourages a competitive business environment more than providing consumers with choice. In the residential real estate marketplace, consumers not only are able to choose from more than 76,000 brokerage firms and more than 1.2 million REALTORS®, but also from a variety of business models.

There is no need for the FTC or DOJ to intercede in the business a that creates millions of jobs, and countless opportunities for all the people of this great nation.

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